



Western  
Area Power  
Administration

# Powerful Partnerships with National Accounts

Dec. 8, 2016

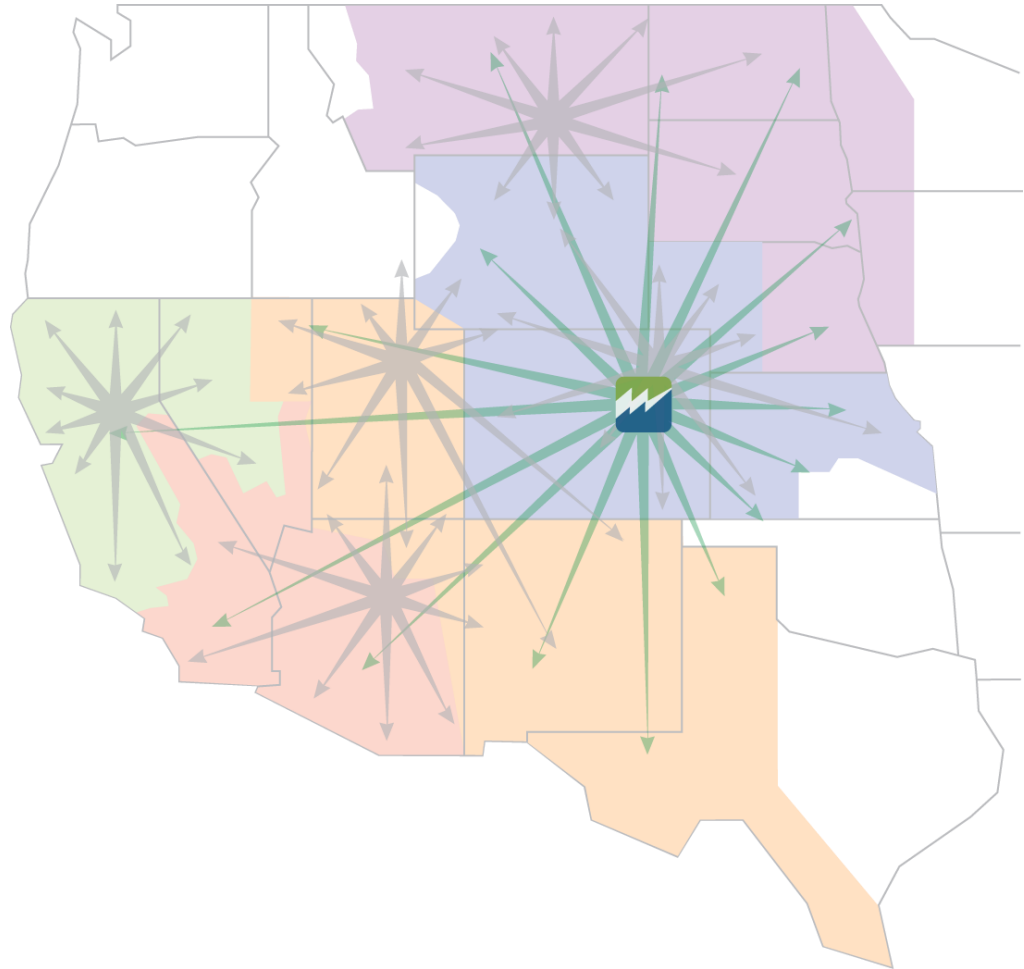
**Mark A. Gabriel**

Western Area Power Administration  
Administrator and CEO



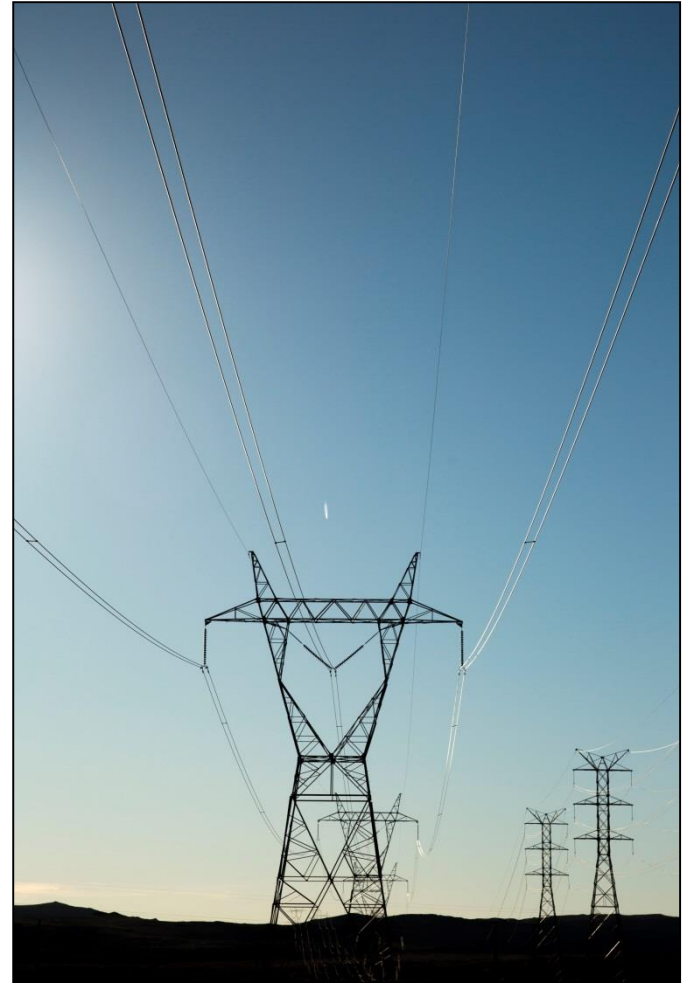
# WAPA's footprint

- WAPA's significant transmission system
  - 17,000+ miles
  - 15 states
  - Among top 10 in country
- Distributed organization
- Multiple systems
- Competing demands



# WAPA's customers

- 681 customers
  - federal and state agencies
  - cities and towns
  - rural electric cooperatives
  - public utility districts
  - irrigation districts
  - transportation districts
  - RTOs / ISOs
  - Native American tribes
- 40 million end users



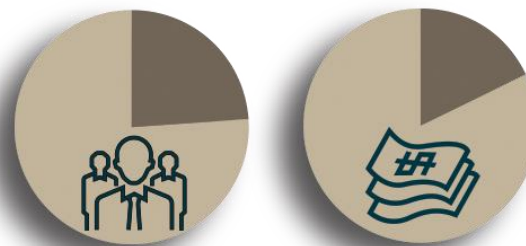
# WAPA's people & dollars – FY 2016

## Reliability



**653 people** and **28 percent**  
of dollars invested in maintenance  
and related areas

## Delivery



**354 people** and **18 percent**  
of dollars dedicated to power operations  
and engineering areas

## Marketing

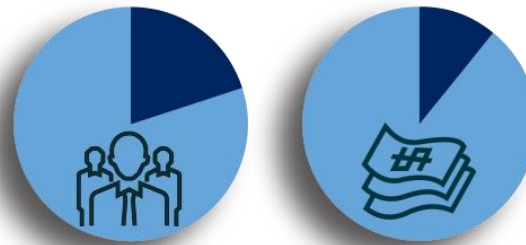
including purchase power and wheeling



**164 people** and **43 percent**  
of dollars committed to power marketing areas

## Cost-based

and related services



**283 people** and **11 percent**  
of dollars applied to support the mission



# Partnering with national accounts

- Relationships are key
- Work with corporate, but connect with local
- National accounts want:
  - Customized info
  - Big picture
  - Bulk savings
  - Local connection
  - Replicable solutions





# Success #1 – Holy Cross Energy

- Partnership with Aspen Ski Co.
  - Replaced fan motors
  - Put VFD on 300-hp pump
  - Could save up to 85,000 kWh/yr
- Working with Vail and Beaver Creek to fund installation of two snow-making compressors
  - Could reduce load by 2.8 million kWh
- **Key to success:** Every large customer has specific needs
  - Think about what suits them
  - Ask about their biggest challenges
  - Apply wins to other customers



# Success #2 – City of Burbank

- Partnership with Disney
- Upgraded A/C system
  - Received \$23,810 rebate
  - Will save almost 500,000 kWh in 1<sup>st</sup> year
- **Key to success:** Don't overlook the fact that large accounts may reap benefits from some standard rebates or programs



# Success #3 – Hill Air Force Base

- Won \$3 million FEMP contract to make improvements without up-front capital costs
  - Partnered to build and operate LFG powerplant for 20 yrs
  - Added solar array
  - Upgraded 878 lights in 295,000-sf facility
- Annual savings \$12,240
- Regular maintenance schedule saves taxpayers \$930,498/yr
- **Key to success:** Be aware of opportunities to solve more than one problem





# Success #4 – Fort Carson & Hill AFB

- Partnership with Colorado Springs Utilities and DOE
- Prepare veterans for careers in solar
  - 6-week PV training program
- Worked with WAPA and 8 federal agencies to finance and install 2-MW PV system
- **Key to success:** Bring together numerous entities to solve community problem



# Success #5 – SMUD

- Paid for investment on customer's thermostat control in hotel rooms
- Customer cut 2-6 p.m. consumption by 75 percent
- SMUD expects a 30-percent cut in customer's overall energy use
- **Key to success:**
  - Support local innovators
  - Do cost-benefit analysis
  - Be willing to invest to demonstrates benefits



# Success #6 – GCEA

- Partnering with national park to provide EV charging stations
- Seeking funding through NREL
- Park is exploring donating electricity for 3 years
- **Key to success:**
  - Cultivate relationships
  - Position utility as valuable partner in energy



**Gunnison County Electric Association**

A Touchstone Energy® Cooperative 



# Success #7 – City of Fort Collins

- Partnership with Anheuser-Busch = daily communication
- LEDs and motion sensors in warehouse
- Reduced run time by 50%
- Rebate check = \$10s of thousands
- **Key to success:**
  - Seek bang for buck

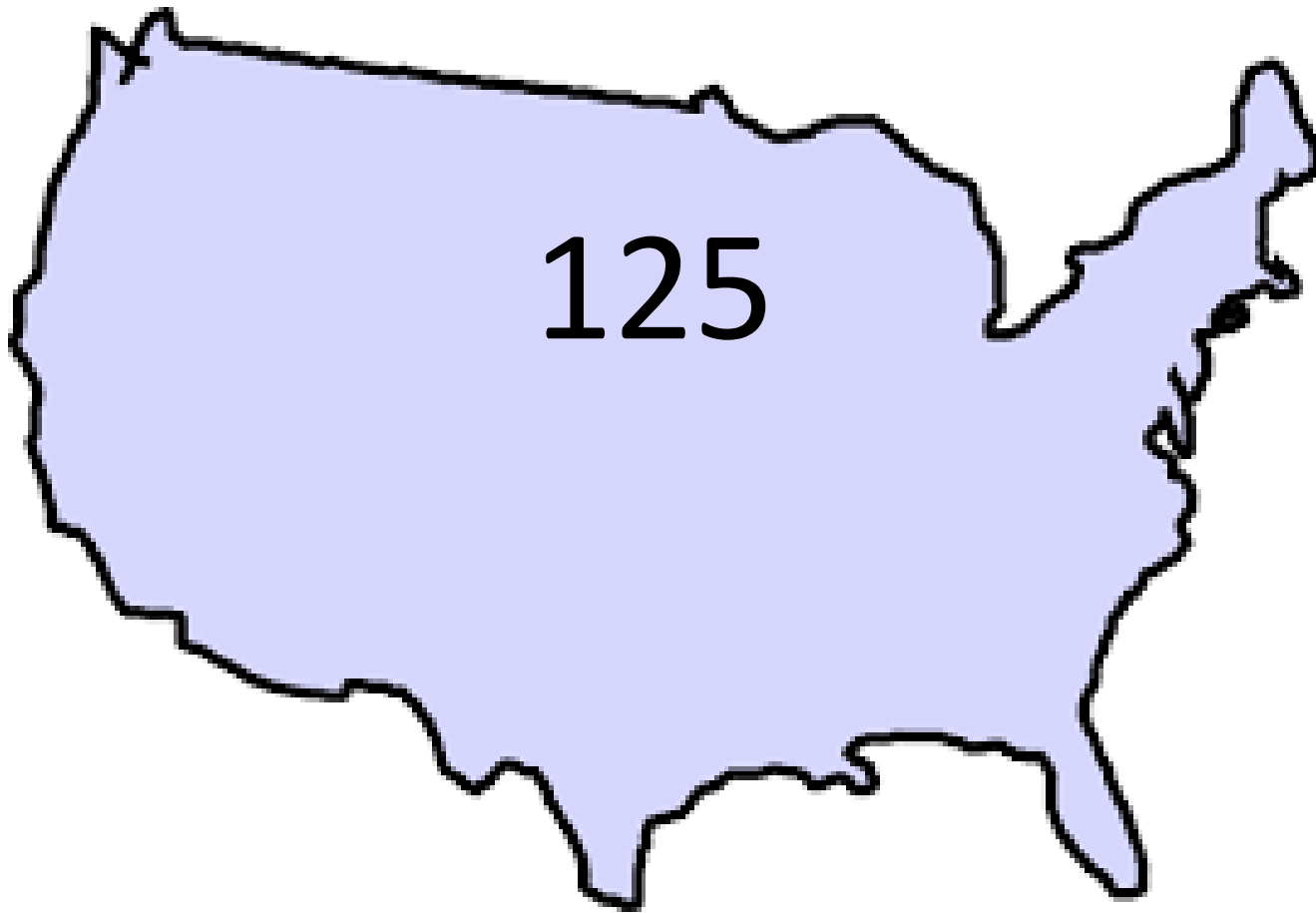


# What you can do





# National accounts in Heartland



# Resources

- Equipment Loan Program
- Energy Services representative
- *Energy Services Bulletin*
- *Green Power News*
- wapa.gov, Energy Services, Resources
  - Energy education
  - Energy efficiency
  - Energy-related organizations
  - Funding/solicitations
  - Incentives and rebates
  - Renewable energy
  - State energy resources
  - Water conservation



# Contact

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[www.wapa.gov](http://www.wapa.gov)

